

ENDPOINT CLOSING, INC.

# Schedule of Escrow Fees

State of Arizona

Effective Date:

## Section I: Definitions and General Provisions

### 1.1 General Provisions and Definitions

The fees for escrow services shall be determined by the county where the escrow is handled and not the county where the property is located unless otherwise noted. The fees are charged on a per-transaction basis and may be apportioned among the parties to the transaction in accordance with the instructions of the parties.

All fees are minimum charges that are made based on a standard transaction with the standard amount of work performed and risk assumed. Subject to agreement by Endpoint ("Company") and the customer, Endpoint reserves the right to charge additional fees in accordance with the work performed and/or risk assumed. In such an event, the deposit of funds and the signing of final documents or acceptance of the work performed, shall constitute agreement between the parties.

When escrow services are requested under conditions for which no charge has been provided in this Schedule, a charge shall be made which in the opinion of the Company appears to be consistent with the general pricing procedures as set forth herein. Different fees may be charged when unusual conditions are encountered and for special services requested, subject to agreement by the customer and the Company. The fee for additional escrow work when unusual conditions are encountered or special services are rendered is \$100 per hour or any fraction thereof.

**Escrow** means any transaction in which property is delivered with or without transfer of legal or equitable title, or both, and irrespective of whether a debtor-creditor relationship is created, to a person not otherwise having any right, title or interest herein in connection with the sale, transfer, encumbrance or lease of real or personal property, to be delivered or redelivered by that person upon the contingent happening or non-happening of a specified event or performance or nonperformance of a prescribed act, when it is then to be delivered by such person to a grantee, grantor, promisee, promisor, obligee, obligor, bailee, bailor, or any designated agent or employee of any of them. Escrow includes subdivision trusts. (ARS 6-801, as amended 1988)

**Escrow Agent** means any person engaged in the business of accepting escrows. (ARS 6-801)

**Escrow Business** means a commercial activity characterized by the regular and continuous carrying on of escrow transactions. (ARS 6-801)

**Residential** means improved one-to-four family residential property, or unimproved property that is intended for use as one-to-four family residential property.

## 1.2 Basic Escrow Services

Endpoint's Basic Escrow Services, provided in a standard transaction, include, but are not limited to, the following:

- document preparation;
- electronic document download, upload and printing;
- receipt of incoming funds and issuance of disbursements, whether by check, wire transfer or ACH, including associated wire transfer fees;
- standard overnight delivery, including associated overnight delivery fees;
- standard courier and messenger services;
- notary fees and signing services where the signing occurs in the office of Endpoint located in Arizona during that office's business hours;
- mobile notary fees and signing services for (2) two or less Endpoint vetted notaries per transaction. A concurrent purchase and sale transaction will be considered two separate transactions, with up to two signings for the selling party and up to two signings for the buying party); and,
- recording services and associated fees.

Endpoint's Basic Escrow Services, does not include the following:

- Notary fees and signing services except as expressly indicated above;
- check(s) returned due to insufficient funds;
- interest bearing account set-up;
- sub-escrow fees;

- funds held in escrow for longer than 180 days after either close of escrow or estimated close of escrow (does not apply to holdbacks);
- fees for services obtained from a third party (other than Endpoint) and not otherwise specifically included in services provided in Basic Escrow Services;
- specially retained messenger service to accommodate or comply with the instructions of the parties for which Endpoint is invoiced based on the individual service request;
- mobile home title transfer/elimination fees; and,
- transfer tax, sales tax or any other governmental entity taxes or charges.

## **Section II: Schedule of Escrow Fees**

### 2.1 Sale Escrow Fee

The fee for Basic Escrow Services for a Residential sale transaction with a purchase mortgage is \$1,300.00 to be divided as instructed by the buyer/seller. The Basic Escrow Services fee for a Residential all cash transaction is \$1,000.00 to be divided as instructed by the buyer/seller.

### 2.2 Commercial Escrow Fee

The fee for Basic Escrow Services for commercial and other special projects shall be quoted based on the amount of work necessary and the risk assumed. Said fee will be documented and agreed upon by Endpoint and the customer.

### 2.3 Refinance Escrow Fee

The fee for Basic Escrow Services for a residential refinance is \$500.00, where no sale of real property is involved.

## **Section III: Special/Miscellaneous Fees**

### 3.1 Additional Mortgages

The fee for Basic Escrow Services for a concurrent mortgage in a purchase transaction that is not taking first mortgage lien position is \$250 per mortgage.

### 3.2 Volume Discount Pricing/Contract of Work Pricing

Endpoint reserves the right to offer volume discount pricing to customers who submit a high volume of orders and where work economies exist either through integrations, website or mobile application ordering or shared process efficiencies. In such an event, the amount charged will be in a written agreement and will be maintained outside of these filings.

### 3.3 Investor Resale Escrow Fee

This fee is available to a person who in the ordinary course of business invests in real estate so that the real estate may produce a revenue, income or profit and who has provided a certification to that effect to the Company (an "Investor"). This discount cannot be used in conjunction with any other discount and applies only to non-owner occupied properties. The fee for Basic Escrow Services purchased by an Investor is \$375.00 for the investor side of the transaction only. An REO Sale does not qualify.

### 3.4 Commercial Escrow Fee

The fee for Basic Escrow Services for commercial and other special projects shall be quoted based on the amount of work necessary and the risk assumed. Said fee will be documented and agreed upon by Endpoint and the customer.

### 3.5 Competitor Fee

Endpoint reserves the right to match any documented escrow fee quote from a state of Arizona licensed title and/or escrow company. A copy of the competitor's rate quote will be stored as part of the escrow file.

### 3.6 Additional Services/Escrow Fees

Endpoint reserves the right to charge additional fees in the event additional work is required or additional risk is assumed to ensure a timely and accurate

closing. The following fees are representative of common additional work fees that may be charged:

a. REO Sale Fee:	\$300.00
b. Short Sale Fee:	\$300.00
c. Sub-Escrow Fee:	\$300.00
d. 1031 Exchange Fee:	\$ 75.00
e. Interest Bearing Account Fee:	\$ 35.00
f. Non- Sufficient Funds Fee:	\$ 35.00
g. Mobile Home Elimination/Title Transfer Fee:	\$300.00
h. Holdback (funds held for future payments):	\$100.00
i. Dormancy Fee (funds in escrow >180 days)	\$ 25.00/mo